

Message Text

LIMITED OFFICIAL USE

PAGE 01 YAOUND 04354 081458Z
ACTION PM-05

INFO OCT-01 AF-10 ISO-00 EB-08 COME-00 CIAE-00 INR-10
NSAE-00 SS-15 AID-05 TRSE-00 /054 W
-----015616 092133Z /73

R 081308Z SEP 78
FM AMEMBASSY YAOUNDE
TO CDRUSASAC ALEX VA/DRSAC-MM/LA
INFO SECSTATE WASHDC 6558
SECDEF WASHDC
USDAO NDJAMENA CHAD
DA WASHDC//DALO-SAC
RUSNAAAWBUSCINCEUR VAIHINGEN GERMANY/ECJ4/7

LIMITED OFFICIAL USE YAOUNDE 4354

E.O. 11652: N/17
5-& : MASS, CM
SUBJECT: FMS CASES DA CAMEROON UAA/UAD

REF: A. CDRUSASAL MSG 011923Z SEPT 78
B. YAOUNDE A-5 OF 3/16/78

1. REF A TRANSMITTED COST ESTIMATES LOOR CASES UAA
(80 EACH M825 TRUCK) AND UAD (150 EACH M151AZ TRUCK).
COST FOR UAA WAS QUOTED AS \$1,956,732 AND COST FOR
UAD AS \$1,905,395. IN EFFORT TO OBTAIN MAXIMUM USE
FROM LIMITED FUNDS, GEN SEMENGUE HAS ASKED AND RECEIVED
BIDS FROM BOTH GATEWAY OVERSEAS, INC, (SUB. OF GATEWAY
INTERNATIONAL, INC, DULLES AIRPORT) AND FROM INTERNA-
TIONAL MARKETING GROUP DIVISION OF NAPCO INDUSTRIES
(HOPKINS, MINNESOTA).

2. GATEWAY BID DATED AUGUST 3 CIKIDOUALA ON ABOVE ITEMS
IS AS FOLLOWS:

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 YAOUND 04354 081458Z

80 EACH JEEPS M825 (FEDERAL STOCK NO (NSF) 2320-177.9257)
- \$999,284.00

150 EACH JEEPS M151AZ (FEDERAL STOCK NO (NSF) 2320-177.9258)
- \$1,649,852.85

GATEWAY BID NOTES THAT BOTH VEHICLES WILL BE MANUFACTURED IN ACCORDANCE WITH MILITARY SPECS US MIL-T-0045331F AS MODIFIED IN ACCORDANCE WITH MILITARY CONTRACT US DAAEO-7-77-C-3404. BID PROVIDES FOR STOCK OF SPARE PARTS EQUAL TO ONE-TENTH OF AMOUNT OF PURCHASE PRICE, OR CIF DOUALA \$242,860.98. THUS TOTAL GATEWAY PRICE IS \$2,891,997.83. GATEWAY PRICE ALSO INCLUDES QUOTE A TEAM OF GATEWAY/AM GENERAL CORP. TECHNICIANS END QUOTE BEING PRESENT IN DOUALA TO ASSIST UPON ARRIVAL AND IN PUTTING VEHICLES IN WORKING ORDER. GATEWAY OFFICIALLY INFORMED US BY TELEX OF THEIR INTENTION SUBMIT BID DOR THIS EQUIPMENT.

3. NAPCO INDUSTRIES BID DATED JULY 6 CIF DOUALA IS AS FOLLOWS:

A) 80 EACH M825 UTILITY TRUCK - \$1,043,200.00

SPARE PARTS STOCK - \$108,164.00

TOTAL M825 UTILITY TRUCK - \$1,151,364.00

B) 150 EACH M151AZ JEEPS - \$1,775,100.00

SPARE PARTS STOCK - \$184,023.00

TOTAL M151AZ JEEPS - \$1,959,123.00

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 Y AOUND 04354 081458Z

THUX NAPCO TOTAL PRICE IS \$3,110,487. NAPCO BID ALSO NOTES VEHICLES ARE BEING BUILT IN ACCORDANCE WITH MILITARY CONTRACT US NO. DAAEO7-76-G-3404.

4. AS IS APPARENT FROM ABOVE, GATEWAY AND NAPCO BIDS ARE SIGNIFICANTLY BELOW COST ESTIMATES OF REF A, PARTICULARLY FOR CASE UAA. MAJOR DIFFERENCE WE CAN DISCERN BETWEEN OUR COST ESTIMATES AND GATEWAY AND NAPCO BIDS IS THAT THE FORMER SHOULD PROVIDE IN ACCORDANCE WITH GURC REQUEST (REF B) FOR TWO YEAR STOCK OF SPARE PARTS, WHILE THE LATTER TWO INCLUDE ONLY A SMALLER AMOUNT. IF ADDRESSEES AWARE OF OTHER QUANTITATIVE OR QUALITATIVE DIFFERENCES, THE EMBASSY WOULD APPRECIATE LEARNING OF THEM ASAP IN ORDER TO PASS INFO TO GENERAL SEMENGUE FOR HIS CONSIDERATION.

5. GENERAL SEMENGUE IS NOW LEANING TOWARDS ACCEPTING GATEWAY BID WITH FMS CREDITS TO BE USED FOR COMMERCIAL PURCHASE. IF HE SHOULD ACCEPT IT, THEN TOTAL DRAW DOWN ON \$5 MILLION FY78 FMS CREDIT WOULD BE ONLY \$4,814,872.83, LEAVING BALANCE TO FINANCE FOLLOW-ON VEHICLE MTT AND MEET ANY INCREASED COSTS EXISTING CASES.

SMYTHE

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY EQUIPMENT, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 08 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978YAOUND04354
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780368-0518
Format: TEL
From: YAOUNDE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780985/aaaacstw.tel
Line Count: 117
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 371c1054-c288-dd11-92da-001cc4696bcc
Office: ACTION PM
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 YAOUNDE A-5
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1496069
Secure: OPEN
Status: NATIVE
Subject: FMS CASES DA CAMEROON UAA/UAD
TAGS: MASS, CM
To: CDRUSASAC ALEX VA
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/371c1054-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014